Peter R. Wells

Apptech Engineered Systems

DRY BULK MATERIAL HANDLING
SYSTEMS & EQUIPMENT
ENGINEERED SYSTEMS INC.
t/a APPLIED TECHNICAL SALES
P.O. Box 1330, 5189 Stump Road
Plumsteadville, PA 18949
Phone: 215-766-0200 Fax: 215-766-2455

Apptech ENGINEERED SYSTEMS, INC.

Pneumatic Convey
Mechanical Convey
Automatic Batching
Controls
Storage Silos
Flow Aids
Mixing & Blending
Total Turnkey Systems
Dust Collectors

System and Components
for
Handling Bulk Solids

April 8, 1996

ONO TRANSPORT SERVICES
P.O. Box 74
Ono   PA   17077

Attn: Frank Cortanzo
        Vice President and General Manager

Dear Frank:

As a result of our meeting on March 28, I have done some additional investigation into the silo communications system we discussed and have the following answers to your questions:

1. It is possible to have the "black boxes" call your PC automatically.

    A. One advantage of this idea is that calls could be made at night.

    B. Also, it would not lock up during the day.

    C. A disadvantage could be that a two way line to each box would be required, which would be more costly.

2. The availability of printools and spread sheets is almost limitless. All we need do is write it into the software.

3. The ideas of modeming (if that's a good word) into your customers PC and inturn to your PC has several disadvantages:

    A. It adds another step which could add to cost.

    B. It could bring up the question of who owns the information which might get a little sticky.

4. We can work-up a simple demo unit to show your customers at some type of seminar.

Let's continue dialogue on this project. Give me a call after you have had a chance to digest the above.

Very truly yours,

Peter R. Wells

5189 Stump Road, Plumsteadville, PA 18949, Phone (215) 766-0200, Fax (215) 766-2455

BEST AVAILABLE COPY